

US EXECUTIVE APPROVAL FORM

New York Stock Exchange, Inc.

HQAPP Requests:

1. Price hold for 5 years – same programs/discounts as contract
2. Support flat lined for 5 years as worse case, draft order form for 5 years capped at 4%
3. iProcurement at a 86% discount (store + 61%)

Deal Summary:

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Programs	Purchasing, iProcurement, Internet Expense, Application Read-Only user
License Discount	73.68% (ebiz + 49%)86% for iProcurement and <u>25% or store for everything else.</u>
Support Discount	73.68% (ebiz + 49%)86% for iProcurement and <u>25% or store for everything else.</u>
Support Options/Holds	Support flat lined for 5 years worse case, draft OF for 5 years capped at 4%
Price Holds	5 year price hold
List License	939,825
List Support	206,761.50
Net License	247,386.75
Net Support	54,421.13
Net Total Price	301,789.88
Price List Used	March 7, 2003

Justification:

Competing against PeopleSoft and SAP (a listed NYSE company), both already installed at the NYSE. PS for HR and SAP for billing and their sister company SIAC is a PS shop. The NYSE prefers to do business with listed companies. They do not like our metrics for pricing iProcurement, because they currently do not know how many purchase lines they do a year. PS offered a very aggressive user based metric. They currently use our core financials and that is one of the reasons that we are being considered for these additional products. SAP offered an inexpensive site license. We need to lock in price and support to counter PS and SAP claims that we would get back what we gave up today, down the road by charging them less discounted prices for our iProcurement and iExpense products once they are locked into our technology. Also, we need to show long term pricing commitment to counter CEO's preference to do business with listed companies and have us possibly replaced by SAP in the future.

Details:

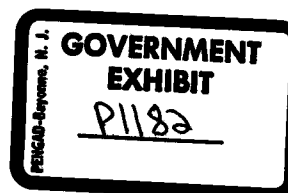
Buying 25 users of purchasing (25%)
 150k lines of IP
 1500 employees, no current plans to have all use it.

Recommendation:

Approve. I think it is a disadvantage not being NYSE listed. This would be a good win to protect our position.

Submitted By: Rep - Tim Gillin, Amit Singh VP

R: 05/09/03
 C: 05/09/03
 L: 05/09/03



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A: 05/09/03

BP: swong